US Army Corps
of Engineers
Fort Worth District

U.S. ARMY CORPS OF ENGINEERS FORT WORTH DISTRICT

GETTING STARTED WITH THE GOVERNMENT AND SBA PROFILE ENHANCEMENT

Presented by:
Melea Crouse
Deputy for Small Business Programs

US Army Corps
of Engineers
Fort Worth District

GETTING STARTED

In seeking procurement opportunities with the U.S. Army Corps of Engineers, Fort Worth District, the following items need to be complete:

- **Basic Government Requirements**
- **Keep Your SBA Profile Current**

GETTING STARTED

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- Obtain a D-U-N-S (Data Universal Numbering System) Number
  https://eupdate.dnb.com/requestoptions/government/ccrreg/
- Obtain a CAGE (Commercial and Government Entity) Code
  http://www.dlis.dla.mil/cageserv.asp
- Identify your product or service through NAICS
  (North American Industry Classification System)
  www.census.gov/epcd/www/naics.html
- Business Partner Network - http://www.bpn.gov/
  - Central Contractor Registration - http://www.ccr.gov/
  - ORCA (On-Line Representations and Certifications Application) - http://orca.bpn.gov/
- Dynamic Small Business Search *(formerly Pro-net)*
  http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

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SBA PROFILE ENHANCEMENT

CCR WEBPAGE

Central Contractor Registration (CCR) - Microsoft Internet Explorer
http://www.ccr.gov/
CCR
Central Contractor Registration
There are 424209 active ve
Vendor Corner
Government Arena
Small Business
CCR Handbook
Access CCR Data
Help
Start New Registration
Finish Saved Registration Using Confirmation #
Update or Renew Registrations Using TPIN
Search CCR
Find my DUNS
Find my CAGE
Federal Agency
Dynamic Small Business Search
NOTICE:
CCR Release Notes are now available on-line for the recently implemented CCR modifications. . . .Read more
IMPORTANT ANNOUNCEMENT From the Federal Government Regarding Validation of Taxpayer Identification Number (TIN) in CCR
On October 30, 2005, the Central Contractor Registration (CCR) began validating the Taxpayer Identification Number and Taxpayer Name of each new and updating CCR registrant with the Internal Revenue Service (IRS) records.
For more information, please see News item.
ANNOUNCEMENT FROM THE FEDERAL GOVERNMENT RE BUSINESS SIZE STATUS AND CCR TRADING PARTNER PROFILE
On April 18, 2005, the U.S. Small Business Administration began using its Small Business Logic to determine the small business status of companies registered in the CCR. A notice has gone out to every company registered informing them of the change. This is expected to improve accuracy and reduce previously required data input. Companies will no longer be required to populate the SBA Certified Small Disadvantaged Business, SBA Certified 8(a), and SBA Certified HUB Zone business type fields.
Hurricane Katrina and Effect on CCR Registrations
Due to the devastation from Hurricane Katrina . . . Read more
CCR Daily
Upcoming Events
Integrated Acquisition Environment
E-GOV
Security Notice
CCR Policy and Background
GIDM
start

Dynamic Small Business Search

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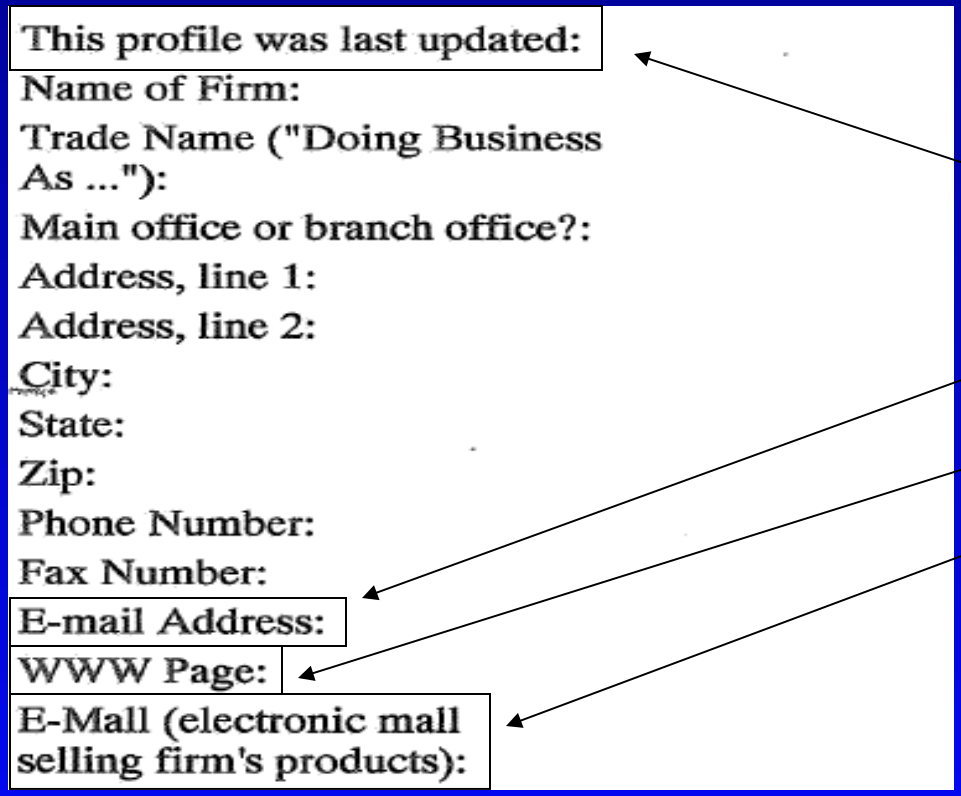
SBA PROFILE ENHANCEMENT

Keeping Your Profile Current
Identification, Location, & Contacts



- ❖Keep Profile current; suggest every 90 days
- ❖E-mail Address
- ❖Webpage
- ❖E-Mall (if applicable)

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SBA PROFILE ENHANCEMENT

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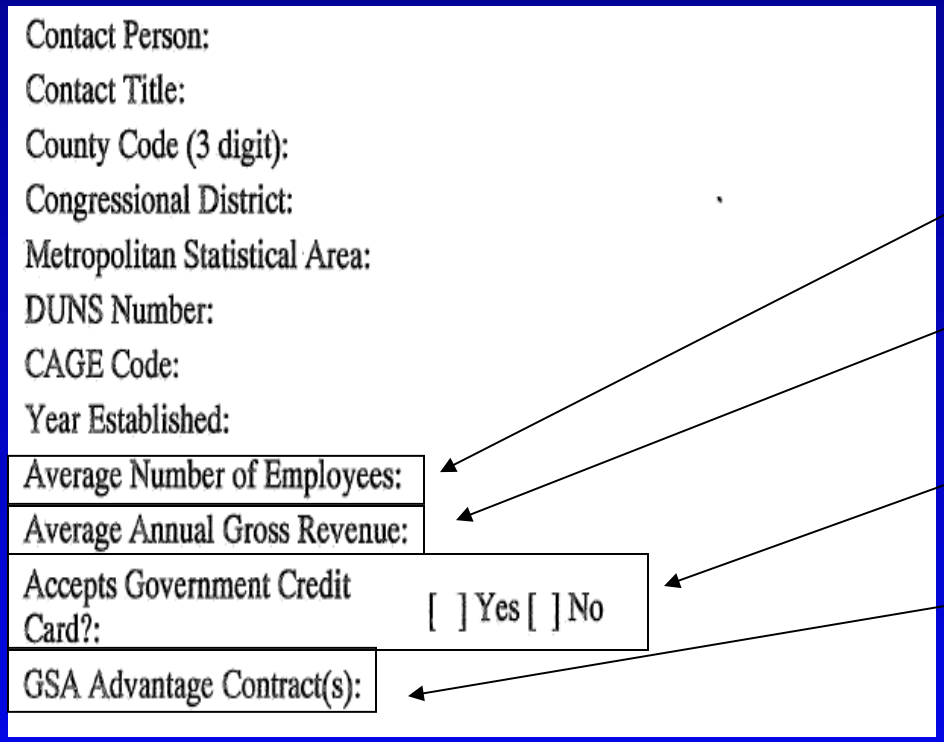
Identification, Location, & Contacts



- ❖Average Number of Employees
- ❖Annual Gross Revenue
- ❖Accepts Government Credit Card
- ❖GSA Advantage Contracts

ALWAYS FILL OUT “YES” AND “NO” BLOCKS

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Fort Worth District

SBA PROFILE ENHANCEMENT

Keeping Your Profile Current
Organization, Ownership & Certifications

Legal Structure:	
Minority Code:	
Women Owned?:	[ ] Yes [ ] No
Veteran?:	[ ] Yes [ ] No
Service Disabled Veteran?:	[ ] Yes [ ] No
Current Principals:	(none given)

- ❖Women Owned
- ❖Veteran
- ❖Service Disabled Veteran
- ❖Current Principals

ALWAYS FILL OUT “YES” AND “NO” BLOCKS

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SBA PROFILE ENHANCEMENT

Keeping Your Profile Current
Organization, Ownership & Certifications

"Business Development Servicing Office"
(for certifications):
SAN ANTONIO DISTRICT OFFICE (SBA office code 0681)

8(a) Certification:
SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:
SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:
HUBZone Certified?: [ ] Yes [ ] No
HUBZone Certification Date: N/A

DBE Certifications (and State):
(none)

Non-Federal-Government Certifications:
(none given)

- ❖DBE Certification
- ❖Non-Federal Government Certification

US Army Corps of Engineers
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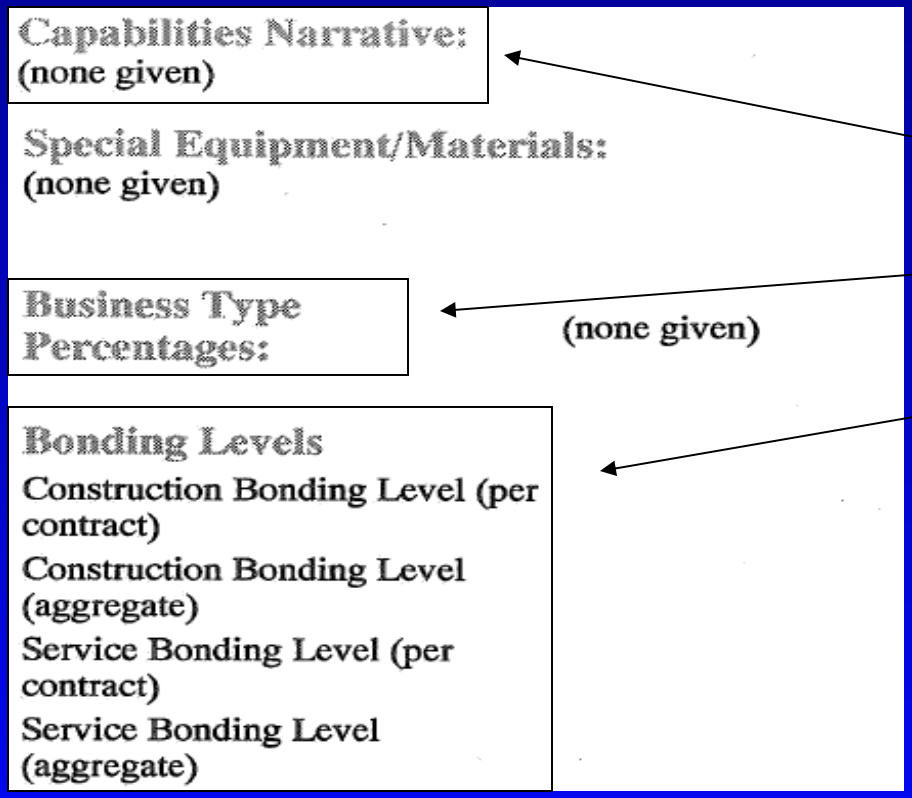
SBA PROFILE ENHANCEMENT

Keeping Your Profile Current
Products and Services



- Capabilities Narrative
- Business Type Percentage
- Bonding Levels

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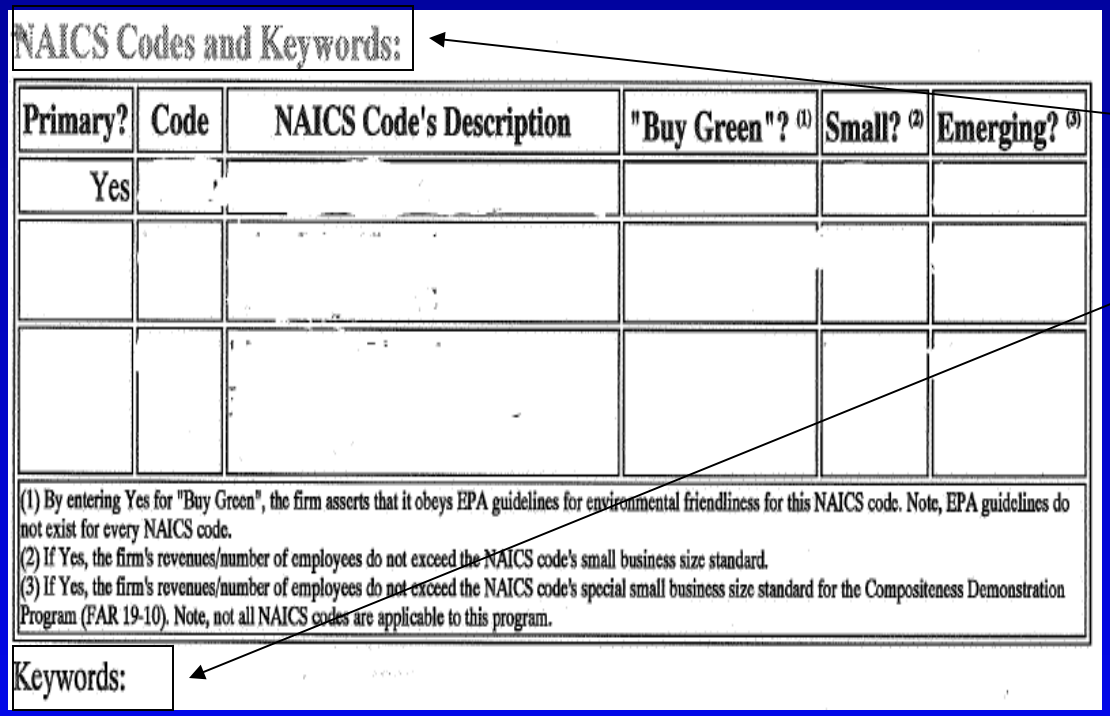
SBA PROFILE ENHANCEMENT

Keeping Your Profile Current Products and Services



NAICS Codes and Keywords:

Primary?	Code	NAICS Code's Description	"Buy Green"? (1)	Small? (2)	Emerging? (3)
Yes					

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.
(2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.
(3) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's special small business size standard for the Compositeness Demonstration Program (FAR 19-10). Note, not all NAICS codes are applicable to this program.

Keywords:

- NAICS Codes
- Keywords

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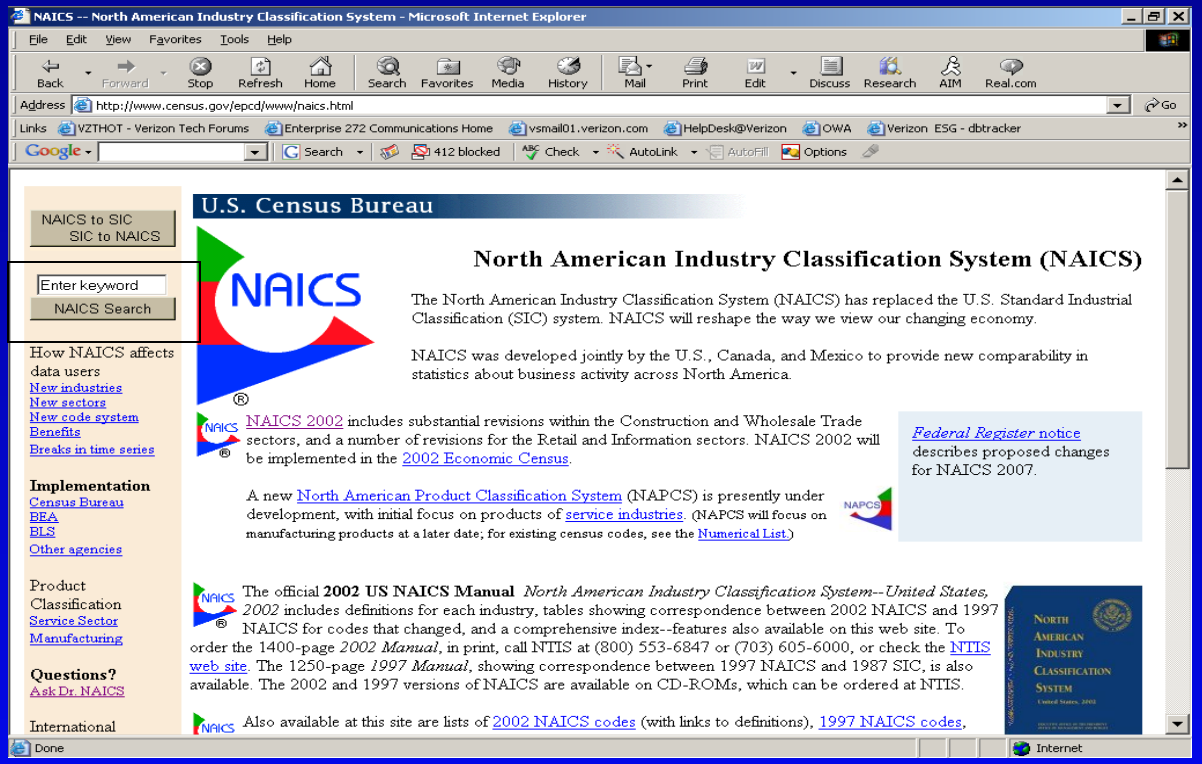
SBA PROFILE ENHANCEMENT

Keeping Your Profile Current
Products and Services

- Search options:
- Number
- Keyword


NAICS -- North American Industry Classification System - Microsoft Internet Explorer
http://www.census.gov/epcd/www/naics.html
NAICS to SIC
SIC to NAICS
Enter keyword
NAICS Search
How NAICS affects data users
New industries
New sectors
New code system
Benefits
Breaks in time series
Implementation
Census Bureau
BEA
BLS
Other agencies
Product Classification
Service Sector
Manufacturing
Questions?
Ask Dr. NAICS
International
U.S. Census Bureau
North American Industry Classification System (NAICS)
The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.
NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.
NAICS 2002 includes substantial revisions within the Construction and Wholesale Trade sectors, and a number of revisions for the Retail and Information sectors. NAICS 2002 will be implemented in the 2002 Economic Census.
Federal Register notice describes proposed changes for NAICS 2007.
A new North American Product Classification System (NAPCS) is presently under development, with initial focus on products of service industries. (NAPCS will focus on manufacturing products at a later date; for existing census codes, see the Numerical List.)
The official 2002 US NAICS Manual North American Industry Classification System--United States, 2002 includes definitions for each industry, tables showing correspondence between 2002 NAICS and 1997 NAICS for codes that changed, and a comprehensive index--features also available on this web site. To order the 1400-page 2002 Manual, in print, call NTIS at (800) 553-6847 or (703) 605-6000, or check the NTIS web site. The 1250-page 1997 Manual, showing correspondence between 1997 NAICS and 1987 SIC, is also available. The 2002 and 1997 versions of NAICS are available on CD-ROMs, which can be ordered at NTIS.
Also available at this site are lists of 2002 NAICS codes (with links to definitions), 1997 NAICS codes,
Done
Internet

http://www.census.gov/epcd/www/naics.html

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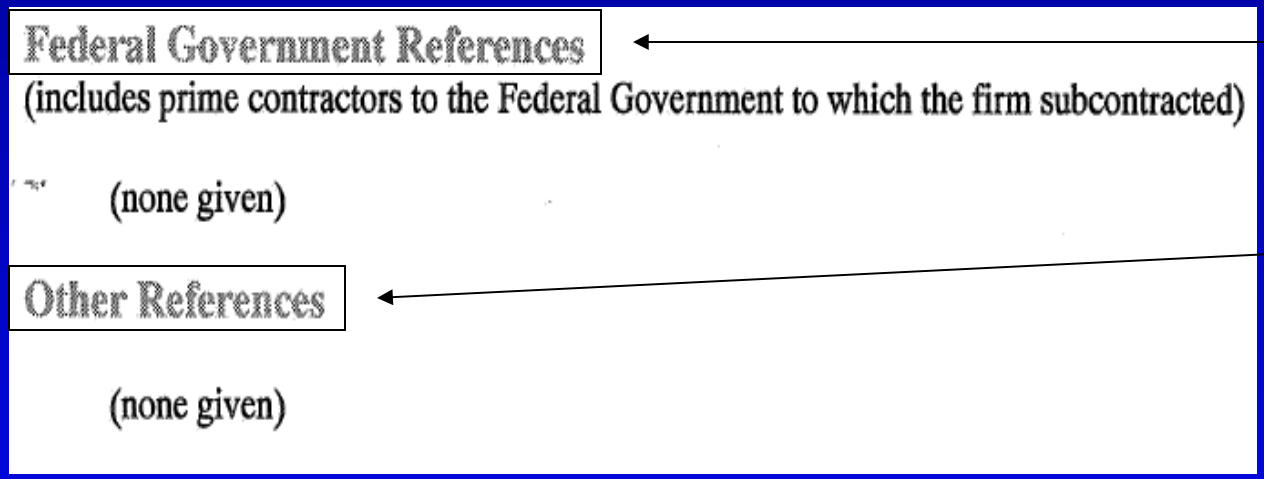
SBA PROFILE ENHANCEMENT

Keeping Your Profile Current
Performance History (References)


Federal Government References
(includes prime contractors to the Federal Government to which the firm subcontracted)
(none given)
Other References
(none given)

- Federal Government References
- Other References

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ADDITIONAL REQUIRMENTS FOR CONSTRUCTION

- Bonding Insurance
  - Payment bond – 100% of contract value if value is < $100K
  - Performance bond – 100% of contract value if value is < $100K
- Company Quality Plan
- Company Safety Plan

POINTS OF CONTACT

US Army Corps
of Engineers
Fort Worth District

DEPUTY FOR SMALL BUSINESS

Melea D. F. Crouse
Phone: (817) 886-1382
Email:
melea.crouse@swf02.usace.army.mil

SBA PROCUREMENT CENTER REPRESENTATIVE

Paul Stone
Phone: (817) 886-1024
Email:
paul.p.stone@swf02.usace.army.mil

Location: 819 Taylor Street,
Fort Worth, Texas 76102

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QUESTIONS??????